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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

JANUARY 1986 SALES FOR METAL TREATING INDUSTRY OFF SLIGHTLY FROM JANUARY 1985

January 1986 billings amounted to $40.8 million, off 0.7% from the January 1985 total of $41.1 million.

January 1986 sales exceeded those for December 1985 by 15.9%.

Six out of nine MTI districts improved over their January 1985 performance.

A summary of percentage change by geographic regions follows:

	District	Jan 86 vs. Jan 85	Total 1986 vs. 1985
1	New England (MA-RI-CT)	8.5	8.5
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 1.3	- 1.3
3	South Central (W.PA-OH-IN-KY)	6.7	6.7
4	Michigan	0.2	0.2
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	9.1	9.1
6	North Central (IL-WI-MN-MO-IA)	-11.6	-11.6
7	Pacific Coast (CA-AZ-ORE-WASH)	1.3	1.3
8	Southwest (TX-OK-AR-CO-LA-UT)	-17.5	-17.5
9	Canada	14.6	14.6

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

JANUARY, 1985

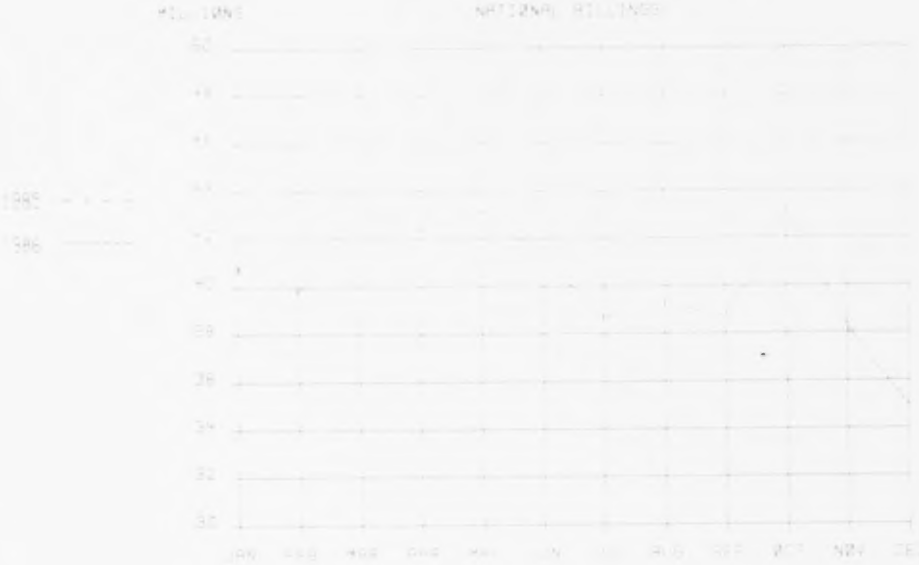
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1985	1986	%	1985	1986
Total	319	41107.6	40832.7	- 0.7	100.0	100.0
Dist. 1	17	2885.1	3131.2	8.5	7.0	7.7
Dist. 2	44	4633.4	4574.3	- 1.3	11.3	11.2
Dist. 3	60	6847.6	7303.5	6.7	16.7	17.9
Dist. 4	33	6386.6	6397.9	0.2	15.5	15.7
Dist. 5	23	1970.4	2149.5	9.1	4.8	5.3
Dist. 6	49	7566.5	6687.9	-11.6	18.4	16.4
Dist. 7	41	5776.8	5852.0	1.3	14.1	14.3
Dist. 8	25	3246.4	2679.4	-17.5	7.9	6.6
Dist. 9	16	1794.9	2056.8	14.6	4.4	5.0
Foreign	11					

BILLINGS TO DATE

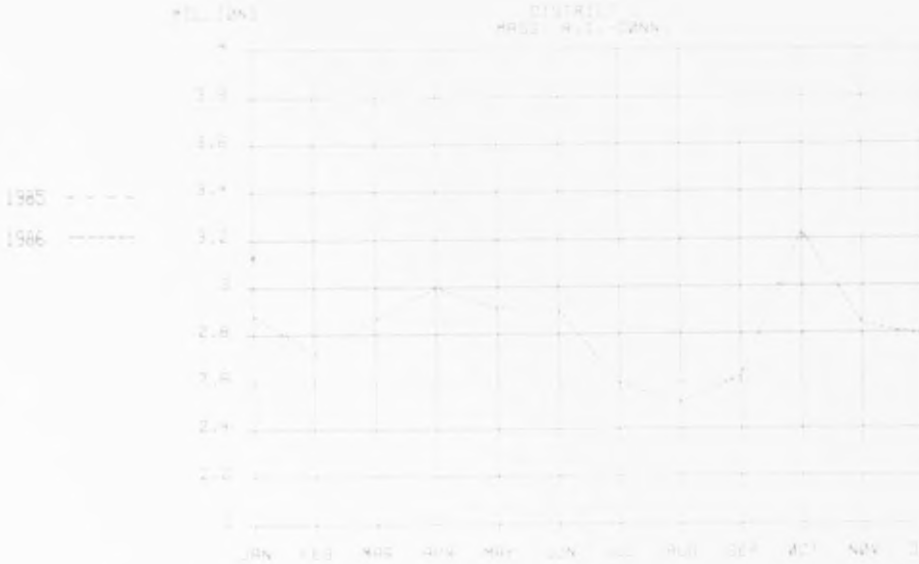
	Billings To Date -In Thousands-			To Date % Of Billings	
	1985	1986	%	1985	1986
Total	41107.6	40832.7	- 0.7	100.0	100.0
Dist. 1	2885.1	3131.2	8.5	7.0	7.7
Dist. 2	4633.4	4574.3	- 1.3	11.3	11.2
Dist. 3	6847.6	7303.5	6.7	16.7	17.9
Dist. 4	6386.6	6397.9	0.2	15.5	15.7
Dist. 5	1970.4	2149.5	9.1	4.8	5.3
Dist. 6	7566.5	6687.9	-11.6	18.4	16.4
Dist. 7	5776.8	5852.0	1.3	14.1	14.3
Dist. 8	3246.4	2679.4	-17.5	7.9	6.6
Dist. 9	1794.9	2056.8	14.6	4.4	5.0

[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86

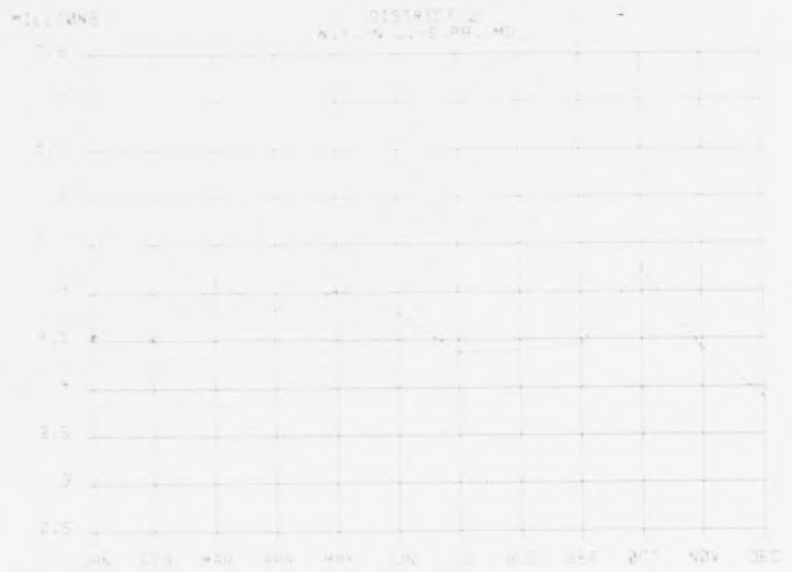


Gain or Loss % Change		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-0.7											
	Cumulative	-0.7											

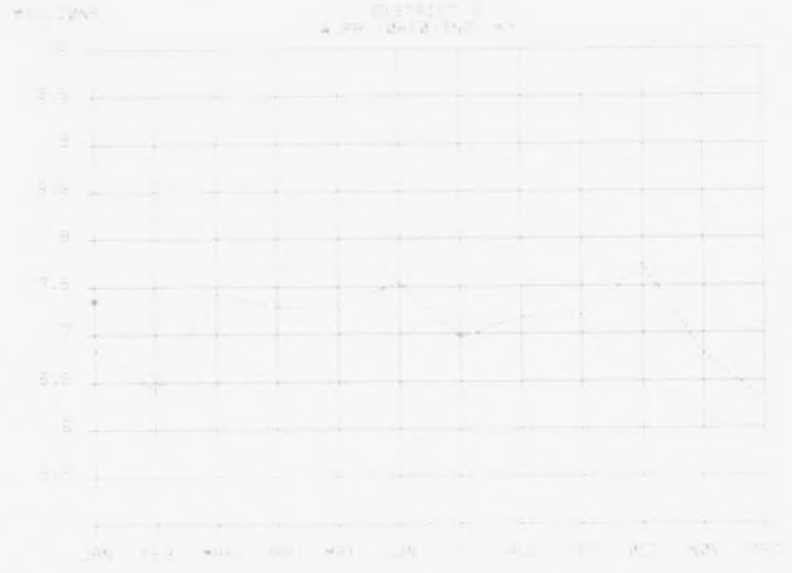
*** NOTE: January, 1986 totals are signified
by a single point to the left.



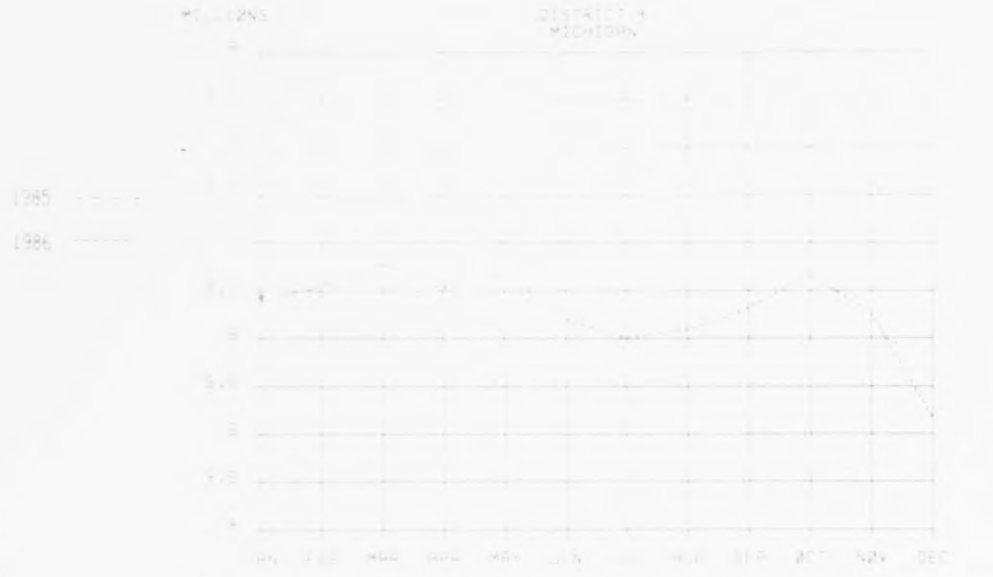
Gain or Loss % Change		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	8.5											
	Cumulative	8.5											



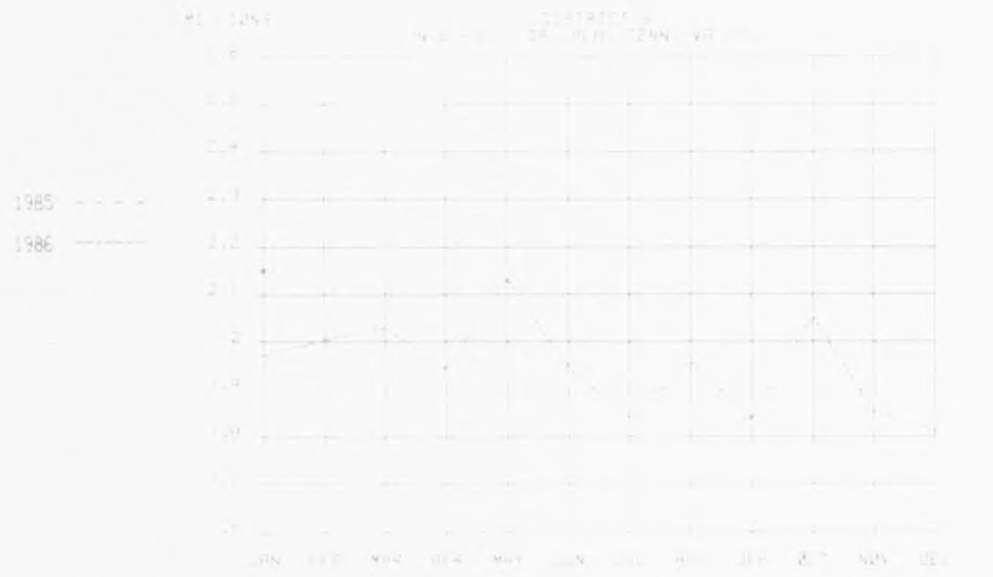
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-1.3											
% Change	Cumulative	-1.3											



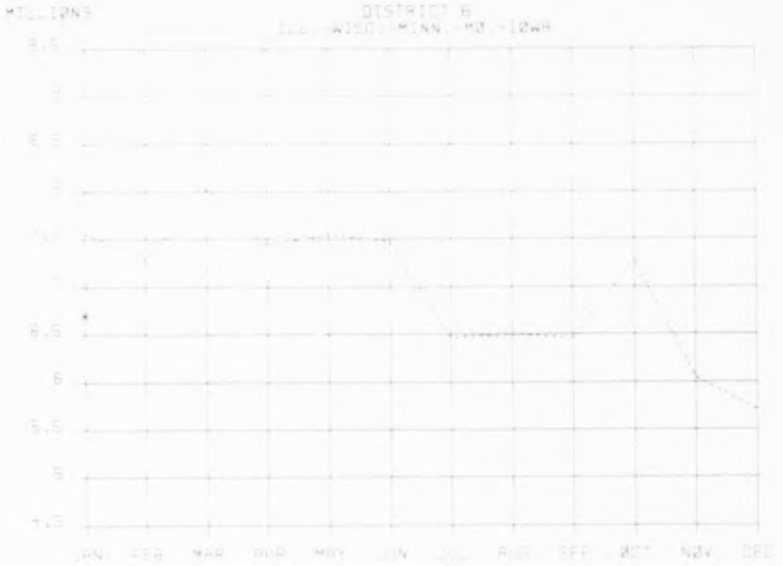
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.7											
% Change	Cumulative	6.7											



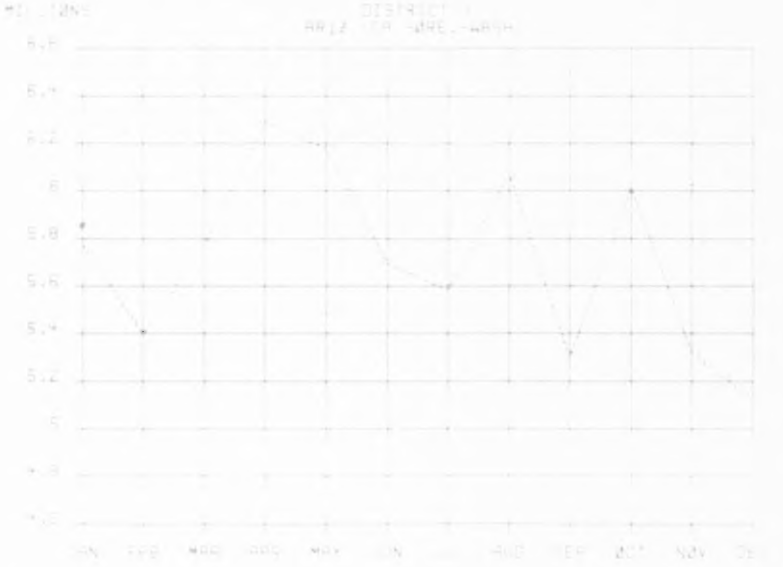
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	0.2											
	Cumulative	0.2											



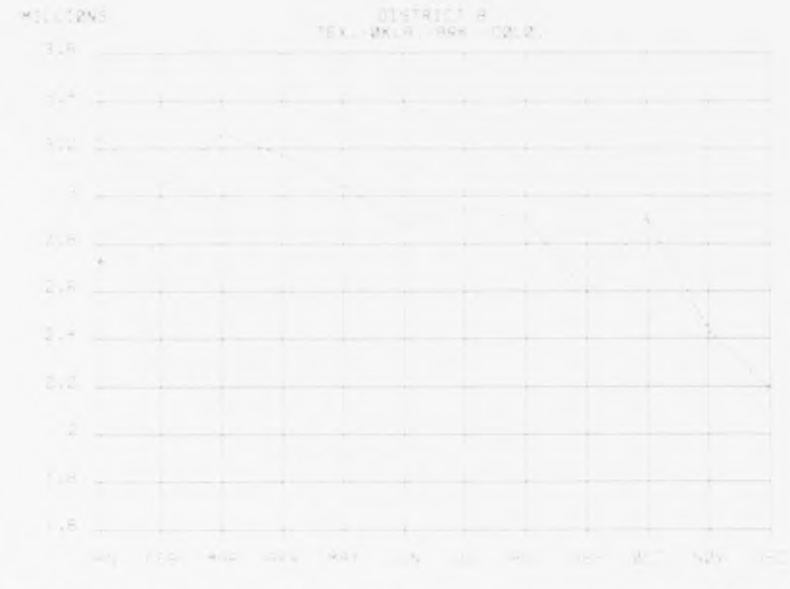
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	9.1											
	Cumulative	9.1											



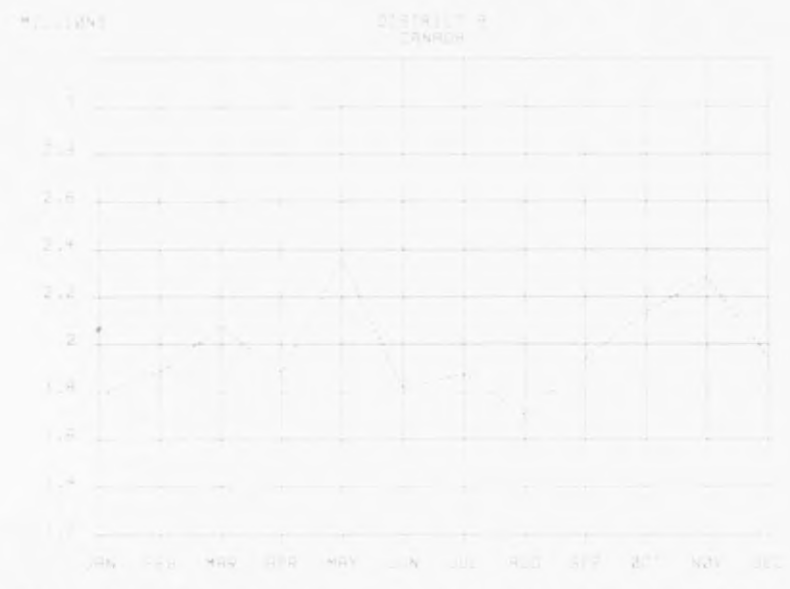
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-11.6											
% Change	Cumulative	-11.6											



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.3											
% Change	Cumulative	1.3											



Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-17.5											
% Change	Cumulative	-17.5											



Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	14.6											
% Change	Cumulative	14.6											